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Spain EU-27

Post: Madrid

Sorghum Export Success to Spain

Report Categories:

Export Accomplishments - Other

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Report Highlights:

Since the United States exports over 40% of its annual sorghum crop, exports are vital to the U.S. sorghum farmer. With the creative efforts of two FAS field offices and the U.S. Grains Council, U.S. sorghum exports to Spain increased from zero in 2009 to over 344,000 tons in the current marketing year according to U.S. census data. The major sorghum producing states such as Kansas, Texas, Nebraska and Arkansas all benefit from the renewal of U.S. sorghum exports to Spain.

General Information:

As grain prices rose during August 2010 and feed grain supplies diminished, FAS Madrid identified favorable market conditions for U.S. sorghum. FAS Madrid and FAS Brussels leveraged the assistance of a network of stakeholders to highlight market opportunities for U.S. sorghum exports as well as to identify and resolve market barriers. Over the course of several months, coordination between FAS Madrid, FAS Brussels, FAS grain analysts in Washington, the U.S. Grains Council, and the Spanish industry ultimately contributed to an increase in U.S. sorghum exports to Spain by over \$38 million dollars in 2010 with more exports on the way in 2011.

The coordinated and timely work of all partners and stakeholders was critical to achieving a successful outcome. During this period the U.S. Grains Council brought a team of Spain's leading feed and livestock industry representatives to the United States to educate participants on the uses of sorghum as a cost-effective grain in a variety of feed rations.